## CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

SRH Media, Inc Attention: Steve Hazleton 2204 Countryside Drive Silver Spring, MD 20905

	Contract / Rev	<u>vision</u>		Alt Order #	
	1818909	1		08817201	
Product					
SENATE CONSERV ACT					
Contract Dates	Estimate #				
09/21/17 - 09/26/17	474				
Advertiser			Ori	iginal Date /	/ Revision
ISS/Senate Conservative	Action		0	9/20/17	/ 09/21/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	Broado	ast		Cash
	Property	Accour	nt E	xecutive	Sales Office
	WSFA	Ryan E	Eddi	ns	HRP-Washingto
	Special Handl	ing			
	Demographic				
	Adults 25-54				
	Agy Code	Adverti	ser	Code	Product 1/2
					267
	Agency Ref			Advertiser	Ref

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type S	pots	Amount
N 1 WSFA 09/22/17 09/22/17 WSFA 12 News at Ten - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	10-1035pm <u>Rate</u> \$620.00	:30	NM	1	\$620.00
N 2 WSFA 09/22/17 09/22/17 NBC Today with Kathie Lee  Start Date	10-11am <u>Rate</u> \$115.00	:30	NM	1	\$115.00
N 3 WSFA 09/22/17 09/22/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	11-1130Am <u>Rate</u> \$70.00	:30	NM	1	\$70.00
N 4 WSFA 09/22/17 09/22/17 ALABAMA LIVE @ 1130AM	1130A-12P <u>Rate</u> \$70.00	:30	NM	1	\$70.00
N 5 WSFA 09/22/17 09/22/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	12-1230pm <u>Rate</u> \$225.00	:30	NM	1	\$225.00
N 6 WSFA 09/22/17 09/22/17 RIGHT THIS MINUTES <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	130-2p <u>Rate</u> \$70.00	:30	NM	0	\$0.00
Spot Ch Date Range Description  1 WSFA 09/18/17-09/24/17 RIGHT THIS MINUTES Credited	Start/End Time 130-2p	Weekdays         Length         . Rate          F         :30         \$70.00	<u>Type</u> <i>NM</i>		
N 7 WSFA 09/22/17 09/22/17 JUDGE JUDY 2ND RUN  Start Date	3-330p <u>Rate</u> \$135.00	:30	NM	1	\$135.00
N 8 WSFA 09/22/17 09/22/17 JUDGE JUDY 1ST RUN  Start Date	330-4p <u>Rate</u> \$135.00	:30	NM	1 ,	\$135.00
N 10 WSFA 09/22/17 09/22/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	M-F 4-430P <u>Rate</u> \$135.00	:30	NM	1	\$135.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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 Contract Dates
 Product
 Estimate #

 09/21/17 - 09/26/17
 SENATE CONSERV AC 474

| Advertiser | Original Date / Revision |
| ISS/Senate Conservative | 09/20/17 / 09/21/17

	Start/End	Spots/	<b>-</b> 0		A t
*Line Ch Start Date End Date Description	Time	Days Length Week . Rate	TypeS	pots	Amount
Start Date         End Date         Weekdays         Spots/Week           N 11         WSFA 09/22/17         09/22/17         Today in Alabama 430am           Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        F         1	<u>Rate</u> 430-5a <u>Rate</u> \$20.00	:30	NM ·	1	\$20.00
N 12 WSFA 09/22/17 09/22/17 WSFA 12 NEWS AT 4PM  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/171 1	M-F 430-5P <u>Rate</u> \$170.00	:30	NM	1	\$170.00
N 13 WSFA 09/22/17 09/22/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	5-530a <u>Rate</u> \$195.00	:30	NM	1	\$195.00
N 14 WSFA 09/22/17 09/22/17 WSFA 12 News at Five  Start Date	5-530pm <u>Rate</u> \$420.00	:30	NM	1	\$420.00
N 15 WSFA 09/22/17 09/22/17 Today in Alabama 530a  Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	528am-6am <u>Rate</u> \$225.00	:30	NM	1	\$225.00
N 16 WSFA 09/22/17 09/22/17 WSFA 12 News at Six - MF	6-630pm <u>Rate</u> \$790.00	:30	NM	1	\$790.00
N 17 WSFA 09/22/17 09/22/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	6a-7a <u>Rate</u> \$395.00	:30	NM	1	\$395.00
N 18 WSFA 09/22/17 09/22/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	7-9am <u>Rate</u> \$260.00	:30	NM	1	\$260.00
N 19 WSFA 09/22/17 09/22/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	9-10am <u>Rate</u> \$115.00	:30	NM	1	\$115.00
N 20 WSFA 09/22/17 09/22/17 DATELLINE <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	9-10pm <u>Rate</u> \$525.00	:30	NM	1	\$525.00
N 21 WSFA 09/25/17 09/25/17 WSFA 12 News at Ten - MF	10-1035pm <u>Rate</u> \$620.00	:30	NM	1	\$620.00
N 22 WSFA 09/25/17 09/25/17 NBC Today with Kathie Lee  Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 1 1	10-11am <u>Rate</u> \$115.00	:30	NM	1	\$115.00
N 23 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 11A <u>Start Date</u>	11-1130Am <u>Rate</u> \$70.00	· :30	NM	1	\$70.00
N 24 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	1130A-12P <u>Rate</u> \$70.00	:30	NM	1	\$70.00
N 25 WSFA 09/25/17 09/25/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	12-1230pm <u>Rate</u> \$225.00	:30	NM	1	\$225.00
N 26 WSFA 09/25/17 09/25/17 RIGHT THIS MINUTES	130-2p	:30	NM	0	\$0.00

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| Contract / Revision | Alt Order # | 1818909 / 08817201

 Contract Dates
 Product
 Estimate #

 09/21/17 - 09/26/17
 SENATE CONSERV AC 474

 Advertiser
 Original Date / Revision

 ISS/Senate Conservative
 09/20/17 / 09/21/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$70.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WSFA 09/25/17-10/01/17 RIGHT THIS MINUTES Credited	130-2p	M:30 \$70.00	NM	
N 27 WSFA 09/25/17 09/25/17 JUDGE JUDY 2ND RUN	3-330p	:30	NM 1	\$135.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$135.00			
N 28 WSFA 09/25/17 09/25/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM 1	\$135.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$135.00			
N 30 WSFA 09/25/17 09/25/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM 1	\$135.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$135.00	•		
N 31 WSFA 09/25/17 09/25/17 Today in Alabama 430am	430-5a	:30	NM 1	\$20.00
Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$20.00			
N 32 WSFA 09/25/17 09/25/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	<b>NM</b> 1	\$170.00
Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$170.00			
N 33 WSFA 09/25/17 09/25/17 Today in Alabama 5am	5-530a	:30	NM 1	\$195.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$195.00			
N 34 WSFA 09/25/17 09/25/17 WSFA 12 News at Five	5-530pm	:30	<b>NM</b> 1	\$420.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$420.00			
N 35 WSFA 09/25/17 09/25/17 Today in Alabama 530a	528am-6am	:30	NM 1	\$225.00
Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$225.00			
N 36 WSFA 09/25/17 09/25/17 WSFA 12 News at Six - MF	•	:30	<b>NM</b> 1	\$790.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$790.00			
N 37 WSFA 09/25/17 09/25/17 Today In Alabama	6a-7a	:30	<b>NM</b> 1	\$395.00
Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$395.00			
N 38 WSFA 09/25/17 09/25/17 NBC Today Show	7-9am	:30	<b>NM</b> 1	\$260.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$260.00	•		
N 39 WSFA 09/25/17 09/25/17 NBC Today 2	9-10am	:30	<b>NM</b> 1	\$115.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/25/17         10/01/17         1         1	<u>Rate</u> \$115.00			
N 40 WSFA 09/23/17 09/23/17 WSFA 12 News at Ten - Sa	'	:30	NM 1	\$395.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/18/17         09/24/17        1-         1	<u>Rate</u> \$395.00			
N 41 WSFA 09/23/17 09/23/17 NET Saturday Night Live	1030p-12x	:30	NM 1	\$260.00
Start DateEnd DateWeekdaysSpots/WeekWeek: 09/18/1709/24/171-1	<u>Rate</u> \$260.00			

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Contract / Revision Alt Order # 08817201 1818909 /

Contract Dates Product Estimate # SENATE CONSERV AC 474 09/21/17 - 09/26/17

Original Date / Revision Advertiser 09/20/17 / 09/21/17 ISS/Senate Conservative

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate			
N 42 WSFA 09/23/17 09/23/17 WSFA 12 News at Six-Sat	Sa 6-7pm <u>Rate</u> \$180.00	:30	NM 1	\$180.00
N 43 WSFA 09/23/17 09/23/17 NBC Saturday Today Show Start Date   End Date   Weekdays   Spots/Week   Spots/W	6-8am <u>Rate</u> \$105.00	:30	NM 1	\$105.00
N 44 WSFA 09/24/17 09/24/17 WSFA 12 News at Ten - Su Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1 Spot Ch Date Range Description	Rate \$1,013.00 Start/End Time	:30  Weekdays Length Rate	NM 0	\$0.00
1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - St Credited	ın 10-1030pm	St :30 <del>\$1,013.00</del>	NM	
N 45 WSFA 09/24/17 09/24/17 Late News  Start Date   End Date   Weekdays   Spots/Week  Week: 09/18/17 09/24/171 1	1030p-119 <u>Rate</u> \$675.00	:30	<b>NM</b> 1	\$675.00
N 46 WSFA 09/24/17 09/24/17 RIGHT THIS MINUTE  Start Date	1130p12x <u>Rate</u> \$15.00	:30	NM 0	\$0.00
Spot Ch <u>Date Range</u> <u>Description</u> 1 WSFA 09/18/17-09/24/17 RIGHT THIS MINUTE Credited	Start/End Time 1130p12x	<u>Weekdays</u> <u>Length</u> <u>Rate</u> Sι :30 .\$15.00	Type NM	
N 47 WSFA 09/24/17 09/24/17 WSFA 12 News at Five-Sun Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	Su 5-530p <u>Rate</u> \$205.00	:30	<b>NM</b> 1	\$205.00
N 48 WSFA 09/24/17 09/24/17 NET NBC Sunday Today Sh	nc7-8a <u>Rate</u> \$105.00	:30	<b>NM</b> 1	\$105.00
N 49 WSFA 09/24/17 09/24/17 NET NBC Meet The Press  Start Date	8-9a <u>Rate</u> \$105.00	:30 •	<b>NM</b> 1	\$105.00
N 50 WSFA 09/24/17 09/24/17 WSFA News Sunday AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	9-930a <u>Rate</u> \$45.00	:30	NM 1	\$45.00
N 51 WSFA 09/21/17 09/21/17 WSFA 12 News at Ten - MF  Start Date	10-1035pm <u>Rate</u> \$620.00	:30	NM 1	\$620.00
N 52 WSFA 09/21/17 09/21/17 NBC Today with Kathie Lee  Start Date	10-11am <u>Rate</u> \$115.00	:30	<b>NM</b> 1	\$115.00
N 53 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 11A	11-1130Am <u>Rate</u> \$70.00	:30	NM 1	\$70.00
N 54 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 1130AM	1130A-12P <u>Rate</u> \$70.00	:30	NM 1	\$70.00
N 55 WSFA 09/21/17 09/21/17 WSFA 12 News at Noon	12-1230pm	:30	NM 1	\$225.00

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| Contract / Revision | Alt Order # | 1818909 / | 08817201

 Contract Dates
 Product
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 09/21/17 - 09/26/17
 SENATE CONSERV AC 474

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	<u>Rate</u> \$225.00			
N 56 WSFA 09/21/17 09/21/17 RIGHT THIS MINUTES  Start Date	130-2p <u>Rate</u> \$70.00	:30	NM 0	\$0.00
Spot Ch Date Range Description  1 WSFA 09/18/17-09/24/17 RIGHT THIS MINUTES Credited	Start/End Time 130-2p	Weekdays Length RateTh :30 \$70.00	<u>Type</u> <i>NM</i>	
N 57 WSFA 09/21/17 09/21/17 JUDGE JUDY 2ND RUN  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/171 1	3-330p <u>Rate</u> \$135.00	:30	NM 1	\$135.00
N 58 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN  Start Date End Date Weekdays Spots/Week  Week: 09/18/17 09/24/171 1	330-4p <u>Rate</u> \$135.00	:30 .	NM 1	\$135.00
N 60 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	M-F 4-430P <u>Rate</u> \$135.00	:30	<b>NM</b> 1	\$135.00
N 61 WSFA 09/21/17 09/21/17 Today in Alabama 430am	430-5a <u>Rate</u> \$20.00	:30	<b>NM</b> 1	\$20.00
N 62 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	M-F 430-5P <u>Rate</u> \$170.00	:30	<b>NM</b> 1	\$170.00
N 63 WSFA 09/21/17 09/21/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	5-530a <u>Rate</u> \$195.00	:30	NM 1	\$195.00
N 64 WSFA 09/21/17 09/21/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	5-530pm <u>Rate</u> \$420.00	:30	<b>NM</b> 1	\$420.00
N 65 WSFA 09/21/17 09/21/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	528am-6am <u>Rate</u> \$225.00	:30	NM 1	\$225.00
N 66 WSFA 09/21/17 09/21/17 WSFA 12 News at Six - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	6-630pm <u>Rate</u> \$790.00	:30	NM 1	\$790.00
N 67 WSFA 09/21/17 09/21/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	6a-7a <u>Rate</u> \$395.00	:30 ,	<b>NM</b> 1	\$395.00
N         68         WSFA 09/21/17         09/21/17         NBC Today Show           Start Date         End Date         Weekdays         Spots/Week           Week:         09/18/17         09/24/17        1         1	7-9am <u>Rate</u> \$260.00	:30	NM 1	\$260.00
N 69 WSFA 09/21/17 09/21/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	9-10am <u>Rate</u> \$115.00	:30	<b>NM</b> 1	\$115.00
N 70 WSFA 09/24/17       09/24/17 NET Early Today ON         Start Date       End Date       Weekdays       Spots/Week         Week: 09/18/17       09/24/17      S       1	4-430x <u>Rate</u> \$10.00	:30	<b>NM</b> 1	\$10.00

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 474

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 09/20/17 / 09/21/17

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type S	pots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				
N 71 WSFA 09/25/17 09/25/17 NET Early Today ON	4-430x	:30	NM	1	\$10.00
Start Date End Date Weekdays Spots/Week	Rate	•			
Week: 09/25/17 10/01/17 M 1	\$10.00				
N 72 WSFA 09/21/17 09/21/17 NET Early Today ON	4-430x	:30	NM	1	\$10.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17T 1	<u>Rate</u> \$10.00				
D 73 WSFA 09/24/17 09/24/17 NET Early Today ON	4-430x	:30	NM	0	\$0.00
				1	*
N 74 WSFA 09/22/17 09/22/17 RIGHT THIS MINUTES  Start Date End Date Weekdays Spots/Week	130-2p Rate	:30	NM	1	\$70.00
Week: 09/18/17 09/24/17F 1	\$70.00	•			
N 75 WSFA 09/25/17 09/25/17 RIGHT THIS MINUTES	130-2p	:30	NM	1	\$70.00
Start Date End Date Weekdays Spots/Week	Rate			•	4.5.55
Week: 09/25/17 10/01/17 M 1	\$70.00				
N 76 WSFA 09/21/17 09/21/17 RIGHT THIS MINUTES	130-2p	:30	NM	1	\$70.00
Start Date End Date Weekdays Spots/Week	Rate		1		
Week: 09/18/17 09/24/17T 1	\$70.00				
N 77 WSFA 09/23/17 09/23/17 ET WEEKEND	1203-103x	:30	NM	1	\$15.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17S- 1	<u>Rate</u> \$15,00	•	l		
		0.0			6450.00
N 78 WSFA 09/26/17 09/26/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a Rate	:30	NM	1	\$450.00
Week: 09/25/17 10/01/17 -T 1	\$450.00				
N 79 WSFA 09/23/17 09/23/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30	NM	1	\$168.00
Start Date End Date Weekdays Spots/Week	Rate	.00		•	<b>V</b> 100.00
Week: 09/18/17 09/24/17S- 1	\$168.00				
N 80 WSFA 09/23/17 09/23/17 WSFA 12 News at Ten - Sa	t 10-1030pm	:30	NM	1	\$395.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 09/18/17 09/24/17S- 1	\$395.00				
		Totals		71	\$16,153.00

Time Period # of Spots **Gross Amount** Agency Comm. Net Amount 08/28/17 -09/24/17 51 \$11,528.00 (\$1,729.20)\$9,798.80 09/25/17 -09/26/17 20 \$4,625.00 (\$693.75)\$3,931.25 Totals 71 \$16,153.00 (\$2,422.95)\$13,730.05

Signature:	Date:	
_		

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET HEADLINE# 8817201 TRF# 1818909 MOD# 1: UNAPPROVED REV #1 \$\$\$

703-516-9680 \* \* CHANGES \* \* RISK !!! REPORT FROM REP FAX# CREDIT HARRIS AGENCY

SEP20/17 17.30 \*\*\* WSFA-TV \*\*\*

# SALESMAN REGIONAL (H)RYAN EDDINS STEVE HAZLETON LOCAL OFF.# WA-CLASS: NATL. SALES PRSN BUYER NAME REP.# INVOICE) ORDER, (LINE, CONSERV. ACTION SPENCERVILLE, MD 20868 COMMENTS: 8817201 HZC WK-1 # ISS/SENATE CONTRACT SRH MEDIA, EST#474 SEP26/17 PO BOX ADV. NAME AGY. NAME ACT

BILLING NEEDED CO-OP TAX STATE CITY TAX

CONSERV

SENATE

PRDCT

#

#

ADV AGY

ORDER

DATES SEP21/17

FLIGHT

.30

17

DATE SEP20/17

THANKS JASMINE FOR RYAN M4 OKD AS LINES 75-77 TTL SAME, \$16,153 REVISED ORDER PLS CONFM

REP:

CASH IN ADVANCE SCHEDULE ď SI SIHI \*\*\*\* CON CM STA:

CONSERVATIVES ACTION SENATE

: TOTL:		0	•	Н
DAYS				
PTS: WEEK : /WK: INVT :		NDS / /		V TUE
		0		. 더
: END : DATE		9/24		9/56
: START : DATE	= 474	9/24	•	9/26
RATE	AGENCY EST# =	\$1,013.00		\$450.00
:LINE#:REP :CD: TIME PERIOD : LGTH : SEC : :LINE#: : :	AGENCY ADVERTISER CODE = 87 AGENCY PRODUCT CODE = 267	44 S 1000P-1030P 30	* PROGRAM : WSFA 12 NEWS AT 10P SUNCON COM1: WSFA 12 NEWS AT 10P SUN	75 A 600A-700A 30

.. ..

DENICE THANKS, NA DUE TO PROGRAM CHANGE. PLEASE CONFIRM. MAKE-GOOD FOR SEP24 ON LINE-44 FOR 1 SPOT/WK TODAY IN ALABAMA NA DUE TO PROGRAM CHANGE. THIS IS A ORD COM1: PROGRAM

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET 1818909 \$\$\$ HEADLINE# 8817201 TRF# MOD# 1: UNAPPROVED REV #1

REP \$\$\$

SEP20/17 17.30 \*\*\* WSFA-TV.\*\*\* RISK !!! REPORT FROM REP \*\*CHANGES\*\* CREDIT

703-516-9680

FAX#

: TOTL:	Н		Н		, 13
DAYS :					(SEP20/17) PLS ADVISE
	SAT		SAT		0 0
WEEK	\		\	<b>&gt;</b>	\$1,013.00 \$450.00 \$168.00 \$395.00 DENICE
:SPTS: :/WK:	<b>,</b>		н		
		ы	•	ы	308 308 308 308 1HANKS
END DATE	9/23	DENICE	9/23	DENICE	
	O)		O)		CONFIRM
START DATE	23	THANKS,	23	THANKS,	
	9/23		9/23		SEP24 SEP26 SEP23 SEP23 PLEASE
r 3		LEASE CONFIRM.		CONFIRM.	
RATE	\$168.00	SE CO	\$395.00		CHANG
	\$16	PLEA:	\$39	PLEASE 5-77	P P RAM
: DES		•		SE.	MISSED:SUN/1000P-1030P  OFFER:TUE/600A-700A  & SAT/600P-700P  & SAT/1000P-1035P  CMT:NA DUE TO PROGRAM CHANGE.
 E	0	CHANC	0	CHANC	000P- 000A-7 000P-7
: LGTH : SEC : :	30	WS RAM	30	EWS RAM	ISSED: SUN/1000P-103- OFFER: TUE/600A-700A & SAT/600P-700P & SAT/1000P-103- CMT: NA DUE TO PRO
: ac		SP NE PROG ADE U		10P N PROG ADE U	SED:SER:T
PERIC	<u>4</u> 0	SAT (E TO OD MA	035P	SAT ] E TO OD M2	
TIME PERIOD	600P-700P	WSFA SAT 6P NEWS NA DUE TO PROGRAM CHANGE. AKEGOOD MADE UP OF LINES	1000P-1035P	WSFA SAT 10P NEWS NA DUE TO PROGRAM CHANGE. AREGOOD MADE UP OF LINES	4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
		Σ		1 N N N N N N N N N N N N N N N N N	OD OFF BUY#44
: CD: E#: :	Ą	PROGRAM: WSFA SAT 6P NEWS ORD COM1: NA DUE TO PROGRAM CHANGE PART OF A MAKEGOOD MADE UP OF LINES	4	PROGRAM: WSFA SAT 10P NEWS ORD COM1: NA DUE TO PROGRAM CHANGE PART OF A MAKEGOOD MADE UP OF LINES	7 7 0
:REP :	76	PRO ORD PAR	77	PRO ORD PAR	OK • MAJ
:LINE#:REP				(     	STATION MAKEGOOD OFFEKS: M4 OK'D BUY#44
	l			į	ທີ່

\$4,625.00 OCT/17 11528.00 SEP/17

16153.00

TOTAL

CONTRACT TOTAL %

WIYC

% O

WBMM

CABL 0% WCOV 78 % 0 % 0 % WAKA EAKA WNCF 12% ESFA 0% WSFA 50% \$32,306 MARKET TOTALS

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

\*-MULTIPLE N-PROGRAM NAME Z-COMMENTS M-MAKEGOOD Y-DAYS L-LENGTH X-LATE DE-DELETE E-EFF DATES T-TIME S-SPOTS PER WEEK C-CANCELLED R-RATE Q-PAID PGM B-BUY TYPE P-CLASS, PLAN, SECT A-ADD MOD CODE

REP: TEL# 703-528-9387

TRF# 1818909

#1 \$\$\$

MOD# 1: APPROVED REV

HEADLINE# 8817201

REP \$\$\$

SEP21/17 10.54 \*\*\* WSFA-TV 703-516-9680 AGENCY CREDIT RISK !!!
HARRIS REPORT FROM STATION FAX# CREDIT ADVISORY: ORDER WORKSHEET

ADV #	ADV. NAME ISS/SENATE CONSERV. ACTION	REP.# OFF.#	.# SALESMAN #
AGY #	AGY. NAME SRH MEDIA, INC.	BUYER NAME STEVE	STEVE HAZLETON
	PO BOX 367	SALES PRSN WA- RYAN EDDINS (H)	RYAN EDDINS (H)
	SPENCERVILLE, MD 20868		
ORDER #	CONTRACT # 8817201	CLASS: NATL.	LOCAL REGIONAL
PRDCT SENATE	SENATE CONSERV ACT EST#474 COMMENTS: (LINE, ORDER, INVOICE)	INVOICE)	
FLIGHT DATES_S	DATES SEP21/17 SEP26/17 WK-1		
CITY TAX	STATE TAX CO-OP BILLING NEEDED	D	DATE SEP21/17 10.54

M4 OKD AS LINES 75-77 SAME, \$16,153 REVISED ORDER PLS CONFM TTT REP:

STA:

A CASH IN ADVANCE SCHEDULE SI SIHL \*\*\*\* CON CM

RYAN

THANKS JASMINE FOR

(SEP20/17) GENERATION CONTRACT SCHEDULED FOR SENATE CONSERVATIVES ACTION HANGES OF THIS ORDER HAVE BEEN APPROVED. MISSED: SUN/1000P-1030P STATION MAKEGOOD OFFERS: BUY#44 CHANGES OK'D NOTICE:

OFFER: TUE/600A-700A

\$1,013.00 \$450.00 \$168.00 \$395.00 DENICE THANKS, 308 308 308 308 PLEASE CONFIRM. SEP24 SEP26 SEP23 SEP23 CMT: NA DUE TO PROGRAM CHANGE. & SAT/600P-700P & SAT/1000P-1035P

16153.00

CONTRACT TOTAL TOTAL TOTAL SPOTS

PLS ADVISE

REP HEADLINE# 8817201 TRF# 1818909 \$\$\$ MOD# 2: APPROVED REV #0 \$\$\$

SEP27/17 10.04 \*\*\* WSFA-TV \*\*\* FAX# 703-516-9680 FROM STATION \*\*CHANGES\*\* RISK !!! REPORT F1 CREDIT HARRIS AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

10.04 SALESMAN REGIONAL SEP27/1 (H)EDDINS DATE HAZLETON LOCAL RYAN OFF.# STEVE WA-CLASS: NATL NAME PRSN BUYER SALES REP.# INVOICE) NEEDED ORDER, BILLING (LINE, CONSERV. ACTION 20868 CO-OP COMMENTS: # 8817201 Ω INC WK-1SPENCERVILLE, ISS/SENATE CONTRACT SRH MEDIA, 367 EST#474 SEP26/17 PO BOX TAX NAME NAME CONSERV ACT STATE SEP21/17 ADV. AGY. SENATE DATES CITY TAX FLIGHT # ORDER PRDCT ADV AGY

STA:

A CASH IN ADVANCE SCHEDULE HS THIS \*\*\*\* CON CM

ACTION

MISSED: SUN/1030P-1100P SENATE CONSERVATIVES TO PRINT NO BUYS TO PRINT STATION MAKEGOOD OFFERS:

TO NFL RUNNING LONG. RUN. THANKS, DENICE SEP24 CMT: PLEASE CONFIRM LATE OFFER: SUN/1100P

SEP24

16153.00

TOTAL SPOTS

CONTRACT TOTAL

(SEP27/17) PLS ADVISE

30S \$675.00 (S 30S \$675.00 PL NEWS AIRED 1048P-1130P.

\$4,625.00 OCT/17 11528.00 SEP/17

0 WIYC % O WBMM % CABL 7% WCOV 31% WAKA EAKA 1 2 % WNCF ESFA 50% WSFA \$32,306 TOTALS MARKET

SHARES ACCURATE

SVC- NSI

DEMOS- RA35+\*

 REP
 HEADLINE#
 8817201
 TRF#
 1818909

 \$\$\$ MOD#
 2: UNAPPROVED
 REV
 #1
 \$\$\$

ADV

FAX# 703-516-9680 RISK !!! REPORT FROM REP CREDIT HARRIS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET

SEP27/17 10.49 \*\*\* WSFA-TV \*\*\* \*\*CHANGES\*\*

# SALESMAN REGIONAL (H) RYAN EDDINS HAZLETON LOCAL OFF.# STEVE WA-CLASS: NATL. BUYER NAME SALES PRSN REP.# CONSERV. ACTION 20868 8817201 SPENCERVILLE, MD UZH # ISS/SENATE CONTRACT PO BOX 367 SRH MEDIA, NAME AGY. NAME ADV. # # ORDER AGY #

ORDER, INVOICE) (LINE, COMMENTS: EST#474 SEP26/17 ACT CONSERV FLIGHT DATES SEP21/17 SENATE PRDCT

WK-1

BILLING NEEDED CO-OP TAX STATE CITY TAX

. 49

7

DATE SEP27/17

THANKS JASMINE FOR RYAN REVISED ORDER
M5 OKD AS LINE 78
TTL SAME, \$16,153
PLS CONFM

REP:

STA:

SENATE CONSERVATIVES ACTION

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE

CON CM

:TOTL:		0	•	7	
DAYS			•		
•• ••		SUN		SUN	
WEEK			•		
:SPTS: :/wK:		0		Н	-1130E.
END DATE		9/24	•	9/24	AIRED 1048P-1130P
E ::					AIRED
START DATE	474	9/24		9/24	NEWS
RATE	AGENCY EST# = 4	\$675.00	•	\$675.00	10:30P DUE TO NFL RUNNING LONG. LATE RUN. THANKS, DENICE TE RUN SPOT ON LINE-45
TIME PERIOD : LGTH : SEC	CODE = 87 DE = 267	30	WS AT 10:30P WS AT 10:30P	30	WSFA 12 NEWS AT 10:30P SPOT AIRED LATE DUE TO NE PLEASE CONFIRM LATE RUN. EPTANCE OF A LATE RUN SPC
:LINE#:REP :CD: TIME PERION : :LINE#: :	AGENCY ADVERTISER CODE AGENCY PRODUCT CODE =	45 S 1030P-1100P	PROGRAM: WSFA 12 NEWS CON COM1: WSFA 12 NEWS	78 A 1100P	PROGRAM: WSFA 12 NEWS AT 10:30P ORD COM1: SPOT AIRED LATE DUE TO NFL RUNNING LO ORD COM2: PLEASE CONFIRM LATE RUN. THANKS, DEN THIS IS ACCEPTANCE OF A LATE RUN SPOT ON LINE-45

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN

HEADLINE# 8817201 TRF# MOD# 2: UNAPPROVED REV #1

REP \$\$\$

SEP27/17 10.49 \*\*\* WSFA-TV \*\*\* 703-516-9680 FROM REP FAX# RISK ::: REPORT F CREDIT AGENCY ORDER WORKSHEET 1818909 \$\$\$

: TOTE:	:SPTS:
DAYS	
WEEK :	INVT:
:SPTS:	: /WK:
END	DATE
	••
START	DATE
RATE	
: LGTH : SEC :	
PERIOD	
TIME	
:CD:	••
:LINE#:REP	F

PLS ADVISE (SEP27/17) NEWS AIRED 1048P-1130P. \$675.00 30s 30s TO NFL RUNNING LONG. RUN. THANKS, DENICE SEP24 SEP24 CMT:SPOT AIRED LATE DUE TO NE CMT:PLEASE CONFIRM LATE RUN. MISSED: SUN/1030P-1100P OFFER: SUN/1100P STATION MAKEGOOD OFFERS:
M5 OK'D BUY#45

% WIYC % WBMM % CABL 7% WCOV % 0 % % WAKA EAKA WNCF 12% ESFA 0% WSFA 50% MARKET TOTALS \$32,306

\$4,625.00

OCT/17

11528.00

SEP/17

16153.00

TOTAL SPOTS

CONTRACT TOTAL

> SHARES ACCURATE

DEMOS- RA35+\* SVC- NSI

\*-MULTIPLE N-PROGRAM NAME Z-COMMENTS M-MAKEGOOD Y-DAYS L-LENGTH X-LATE DE-DELETE E-EFF DATES T-TIME S-SPOTS PER WEEK C-CANCELLED R-RATE Q-PAID PGM B-BUY TYPE P-CLASS, PLAN, SECT MOD CODE A-ADD

REP: CREI REP HEADLINE# 8817201 TRF# 1818909 ORDE \$\$\$ MOD# 3: APPROVED REV #0 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION

SEP27/17 12.47 \*\*\* WSFA-TV \*\*\*

12.47 # DATE SEP27/17 SALESMAN REGIONAL (H) EDDINS STEVE HAZLETON LOCAL RYAN OFF.# WAA CLASS: NATL. BUYER NAME SALES PRSN REP.# INVOICE) CO-OP BILLING NEEDED ORDER, (LINE, CONSERV. ACTION MD 20868 COMMENTS: 8817201 UZH WK-1 SPENCERVILLE, # ISS/SENATE CONTRACT SRH MEDIA, PO BOX 367 EST#474 SEP26/17 STATE TAX NAME AGY. NAME ACT CONSERV FLIGHT DATES SEP21/17 ADV. SENATE CITY TAX # ORDER # PRDCT ADV AGX

STA:

CON CM \*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*

CONTRACT SCHEDULED FOR GENERATION CONSERVATIVES ACTION OF THIS ORDER HAVE BEEN APPROVED. SENATE CHANGES NOTICE:

CONTRACT TOTAL 16153.00 TOTAL SPOTS 71